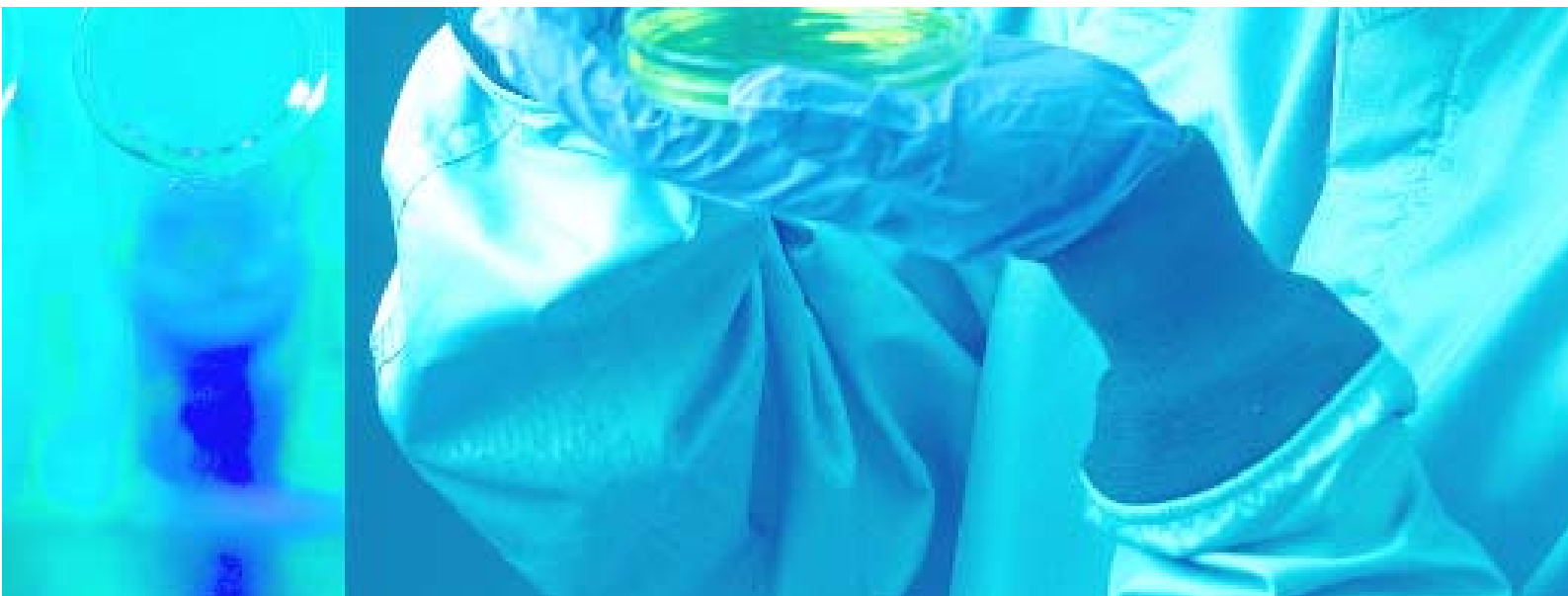


Biopartnering Strategies: Maximizing returns from biotechnology deal-making





Biopartnering Strategies

Maximizing returns from biotechnology deal-making

Report overview

Over the past 30 years the biotechnology industry has evolved rapidly, resulting in changes to biopartnering dynamics. Out-licensors now command greater power and leverage over the licensing of their technologies, changing the approach of out-licensing at various stages of the lifecycle and highlighting the need for biotechnology companies to adapt existing strategies to optimize this process.

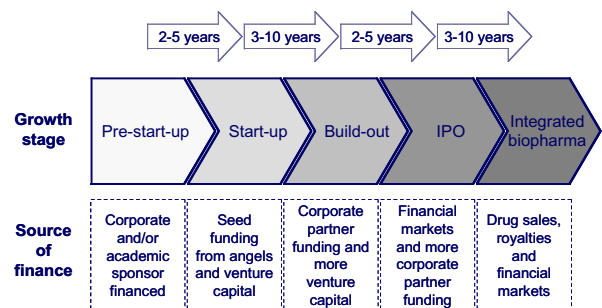
Biopartnering Strategies is a unique report from the Drug Discovery series that provides an essential guide to the biopartnering process, for both in-licensing and out-licensing companies. Detailed case studies of biopartnering strategies at different phases of lifecycle development and in-depth analysis of deal trends will ensure that you can identify best practice alliance and licensing strategies and formulate successful deals.

Use this report to implement the optimal biopartnering strategy for your company's needs as it progresses through the 'pioneer', 'growth' and 'consolidation' stages of the lifecycle and ensure you recognize opportunities for growth in this high profit market.

Key questions answered

- Why is biopartnering important in the biotechnology and pharmaceutical industries?
- What are the recent trends in biopartnering activity?
- What are the best practices in developing an effective biopartnering process?
- How do biopartnering objectives differ across the various stages of the biotechnology lifecycle?
- What are the key challenges associated with biopartnering at different evolutionary phases of development?
- What lessons can be drawn from the successful biopartnering strategies of leading biotechnology companies?

Figure 2.4: Evolutionary growth stages for biotech companies



Source: Biopartnering Strategies

Key findings

- As biotechnology companies evolve in size and scope they must adapt their use of biopartnering in order to satisfy different combinations of funding, resource and expertise requirements.
- 'Pioneer' biotechnology companies, in the early stages of their development, benefit significantly from finding a long-term strategic partner in order to secure funding as well as validating the commercial potential of their technology.
- 'Growth' biotechnology companies, in the post-IPO stages of development, can effectively broaden their portfolios through a series of collaborative agreements, whereby the results of the biopartnering relationship are shared between parties.
- 'Consolidation' biotechnology companies, in the post-product launch phase of development, achieve long-term success through leveraging their expertise and partnerships to generate a broader portfolio achieving an effective balance between internal and biopartnering growth.



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